



# Dell Technologies OEM Solutions Channel Partners

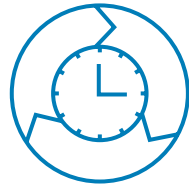
Simplify your solution design management, manufacturing and field support processes through Dell Technologies OEM Solutions and its channel partners. By working with an OEM Solutions channel partner, you can optimize your supply chain to reduce costs and improve customer responsiveness. Our channel partners are selected based on their capabilities, industry knowledge and ability to craft creative solutions. The Dell Technologies OEM Solutions partner ecosystem will enable you to stay ahead of your customers' evolving needs while accelerating your time to market.

**DELL**Technologies  
PARTNER PROGRAM



# Scale smarter with a Dell Technologies OEM Solutions Channel Partner

By working  
with one of our  
Channel Partners,  
you can benefit  
from:



## 1. Supply chain optimization

Optimize your supply chain to reduce costs and become more responsive to customer needs. Dell Technologies OEM Solutions and its channel partners can help streamline every aspect of your supply chain processes, including solution design, distribution, deployment and support.



## 2. Industry specific expertise

Save time and money by tapping into deep industry specific expertise and capabilities from Dell Technologies OEM Solutions partners.



## 3. Next generation solutions

Build next generation solutions that address emerging industry trends and evolving customer requirements. Capitalize on new technologies and industry expertise to build scalable solutions that can deliver robust performance and protect even the most sensitive data.

Let's do great things together. Contact us to learn more about our channel partners and uncover the best partner in region for your needs. [OEM\\_Partner\\_Program@dell.com](mailto:OEM_Partner_Program@dell.com)

[DellTechnologies.com/OEM](https://DellTechnologies.com/OEM)

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